

Fig. 1A

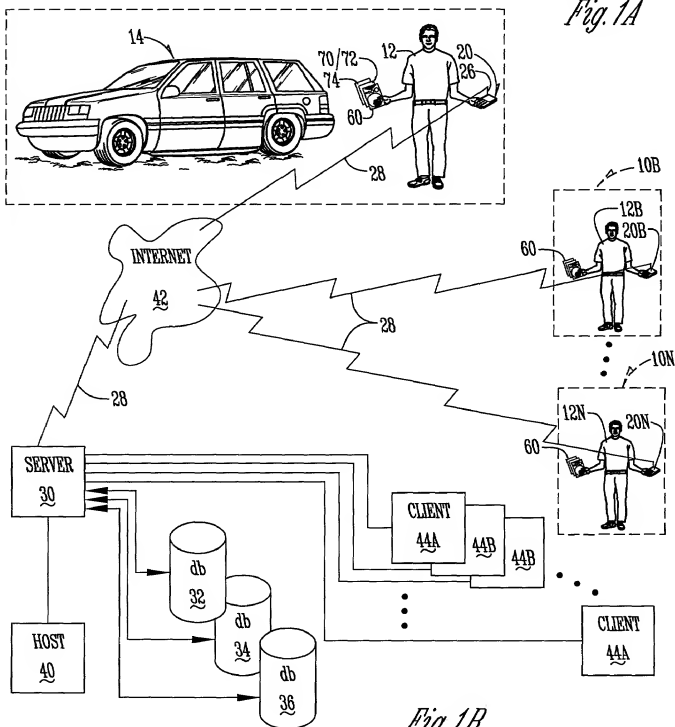
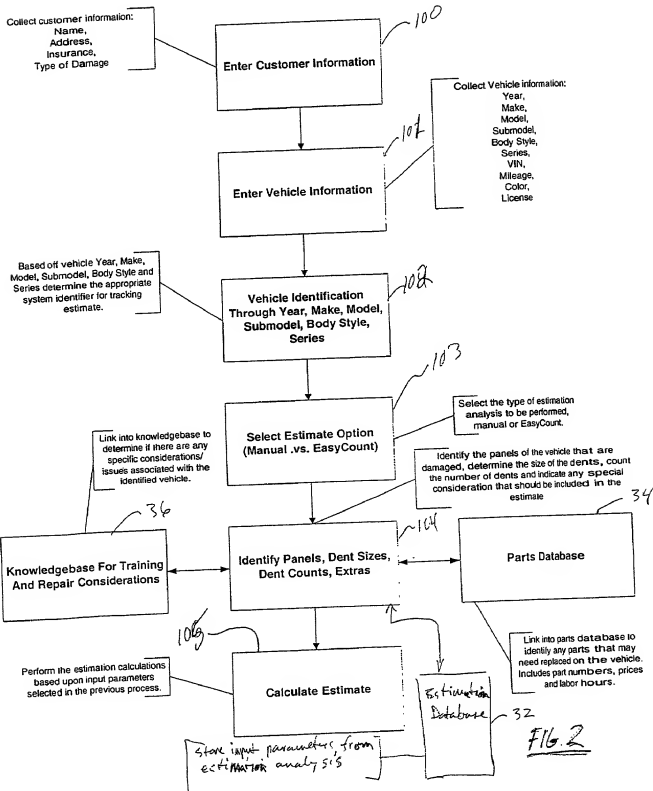


Fig. 1B

Dent EstimatorsTM Process Flow



Dent Estimators.com™

Manual Count Steps;

1. Inspect the vehicle looking for any areas that might not be repaired using P.D.R.
2. Using the D.E.C. template, find the largest and smallest hail dents on the vehicle and size them with the appropriate number on the template. Check off the sizes on the "Manual Count" worksheet provided.
3. Count the number of dents on each panel damaged starting at panel #1 and write down the amount of dents on the "Manual Count" worksheet in the area provided for each panel. (If there are more than approximately twenty dents on the vehicle you may want to use the "Easy Count" method.)
4. Take note of any molding damage, glass damage, or headliners that may have to be removed and check off the information on the worksheet in the proper area. (D.E.C. recommends that you carry a small magnet to check for aluminum panels. Although the "Estimate Wizard" will alert you to aluminum in most vehicle types, it is a good idea to double check as this information will affect the size of dents you should be estimating for P.D.R.)
5. Take the "Manual Count" worksheet to the computer, fill in the information from the worksheet and the D.E.C. estimating program will do the rest.

Easy Count Steps:

1. Inspect the vehicle looking for any areas that might not be repaired using P.D.R.
2. Using the D.E.C. template, find the largest and smallest hail dents on the vehicle and size them with the appropriate number on the template. Check off the sizes on the "Easy Count" worksheet provided. (If there are approximately twenty dents or less you should use the "Manual Count" method.)
3. Using the D.E.C. template, find the largest cluster of dents on the vehicle. Place the "Ring Count" ring over the cluster and count how many dents are in the ring. (It does not matter what panel you measure, but you must measure the largest cluster in order to make the estimate accurate.)
4. Take note of any molding damage, glass damage, or headliners that may have to be removed and check off the information on the worksheet in the proper area. (D.E.C. recommends that you carry a small magnet to check for aluminum panels. Although the "Estimate Wizard" will alert you to aluminum in most vehicle types, it is a good idea to double check as this information will affect the size of dents you should be estimating for P.D.R.)
5. Take the "Easy Count" worksheet to the computer, fill in the information from the worksheet and the D.E.C. estimating program will do the rest of the estimate. Its that simple!

FIG. 3

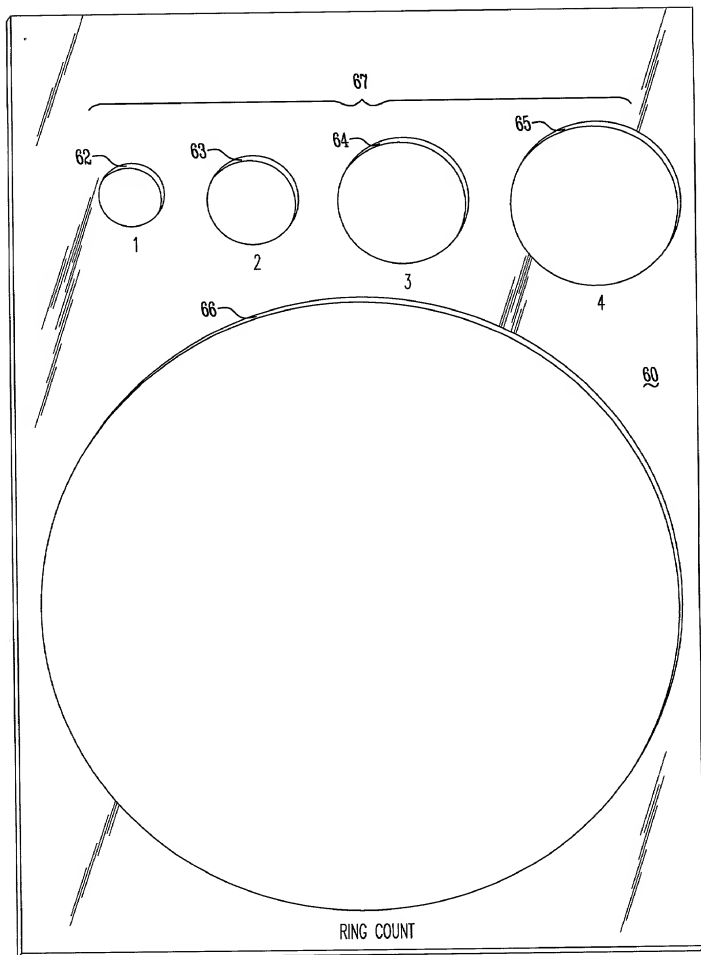


Fig. 4

EASY COUNT ESTIMATE

INSURED INFO:

☐ MR.

NAME _____

☐ MRS.

FIRST _____ M. _____ LAST _____

ADDRESS _____ CITY _____ STATE _____ ZIP CODE _____

PHONE # (____) _____

LICENCE # _____

OTHER # (____) _____

INSURANCE CO. _____

CLAIM # (____) _____

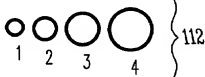
TYPE OF LOSS _____

VIN # (____) _____

COLOR _____

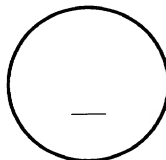
70

CHECK DENT SIZES



112

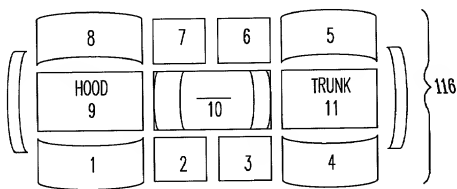
FILL IN # OF DENTS IN RING



114

RING COUNT

CHECK PANELS DAMAGED



116

☐ 1 PIECE HEADLINER

☐ GLUED HEADLINER

☐ GLASS DAMAGE

☐ SUNROOF

☐ ALUMINUM PANELS

☐ MOLDINGS, COWL, SAIL, ETC.

MOLDINGS DAMAGED _____

OTHER INFO _____

118

Fig. 5

MANUAL COUNT ESTIMATE

INSURED INFO:

☐ MR. NAME _____
☐ MRS. FIRST _____ M. _____ LAST _____
 ADDRESS _____ CITY _____ STATE _____ ZIP CODE _____
 PHONE # () _____ LICENCE # _____
 OTHER # () _____ INSURANCE CO. _____
 CLAIM # () _____ TYPE OF LOSS _____
 VIN # () _____ COLOR _____

72 CHECK DENT SIZES 1 2 3 4

ENTER # OF DENTS PER PANEL
IN APPROPRIATE BOX

BE SURE TO ENTER # OF DENTS
FOR ROOF IN PANEL 10 BOX

☐ 1 PIECE HEADLINER ☐ GLUED HEADLINER ☐ GLASS DAMAGE
☐ SUNROOF ☐ ALUMINUM PANELS ☐ MOLDINGS, COWL, SAIL, ETC.
 MOLDINGS DAMAGED _____
 OTHER INFO _____

Fig. 6

Dent Estimators.com

Estimate Worksheet

Customer Info:

Mr. Name _____

Ms. First M. Last

Address _____ City _____ State _____ Zip Code _____

Phone # () _____ Insurance Co. _____

Other # () _____ Appraised By _____

Licence # _____ Claim # _____

Make _____ Year _____ Vin # _____

Model _____ Color _____

Sub Model _____ Series _____

Check Dent Sizes



1



2



3

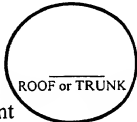


4

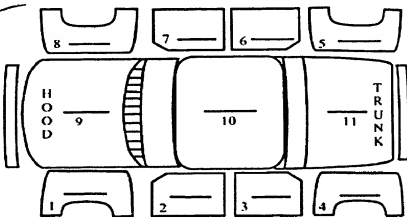
Fill in # of Dents in Rings
(If using Easy Count)



Ring Count



Check Panels Damaged
or write # of dents in
each panel (If using
Manual Count)



Moldings Damaged _____

Other info _____

All estimates are based on unrepainted or unrepainted vehicles. The D.E.C. estimating system is to be used as a guide only, all final decisions should be based on appraisers evaluation. Dent Estimators copy right 2001 all rights reserved WWW.Dent Estimators.com 1 800 446 7138

Dent Estimators Estimation System Specifications

Database Structures

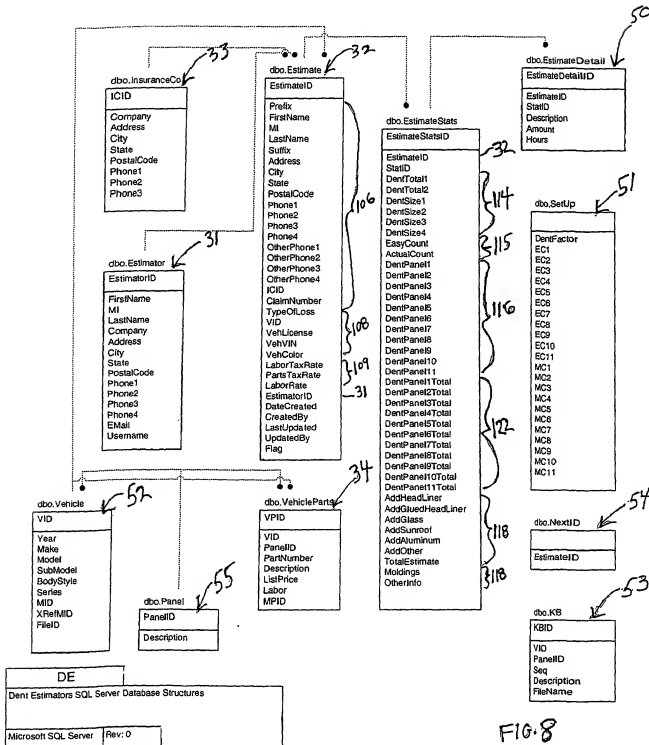


FIG. 8

Dent Estimators Database Table Detail

| <i>TABLE NAME</i> | <i>POSITION</i> | <i>COLUMN NAME</i> | <i>DATA TYPE</i> | <i>LENGTH</i> |
|-------------------|-----------------|--------------------|------------------|---------------|
| Estimate | 1 | EstimateID | int | |
| Estimate | 2 | FirstName | nvarchar | 60 |
| Estimate | 3 | MI | nvarchar | 20 |
| Estimate | 4 | LastName | nvarchar | 100 |
| Estimate | 5 | Address | nvarchar | 510 |
| Estimate | 6 | City | nvarchar | 100 |
| Estimate | 7 | State | nvarchar | 40 |
| Estimate | 8 | PostalCode | nvarchar | 40 |
| Estimate | 9 | Phone1 | nvarchar | 6 |
| Estimate | 10 | Phone2 | nvarchar | 6 |
| Estimate | 11 | Phone3 | nvarchar | 8 |
| Estimate | 12 | Phone4 | nvarchar | 30 |
| Estimate | 13 | OtherPhone1 | nvarchar | 6 |
| Estimate | 14 | OtherPhone2 | nvarchar | 6 |
| Estimate | 15 | OtherPhone3 | nvarchar | 8 |
| Estimate | 16 | OtherPhone4 | nvarchar | 30 |
| Estimate | 17 | InsuranceCo | nvarchar | 100 |
| Estimate | 18 | PolicyNumber | nvarchar | 100 |
| Estimate | 19 | TypeOfLoss | nvarchar | 100 |
| Estimate | 20 | VID | int | |
| Estimate | 21 | VehVIN | nvarchar | 50 |
| Estimate | 22 | VehMileage | int | |
| Estimate | 23 | VehColor | nvarchar | 50 |
| Estimate | 24 | VehLicense | nvarchar | 50 |
| Estimate | 25 | VehLicenseState | nvarchar | 50 |
| Estimate | 26 | DentTotal | int | |
| Estimate | 27 | DentSize1 | bit | |
| Estimate | 28 | DentSize2 | bit | |
| Estimate | 29 | DentSize3 | bit | |

Fig. 9A

| TABLE NAME | POSITION | COLUMN NAME | DATA TYPE | LENGTH |
|------------|----------|-------------------|-----------|--------|
| Estimate | 30 | DentSize4 | bit | |
| Estimate | 31 | EasyCount | bit | |
| Estimate | 32 | ActualCount | bit | |
| Estimate | 33 | DentPanel1 | bit | |
| Estimate | 34 | DentPanel2 | bit | |
| Estimate | 35 | DentPanel3 | bit | |
| Estimate | 36 | DentPanel4 | bit | |
| Estimate | 37 | DentPanel5 | bit | |
| Estimate | 38 | DentPanel6 | bit | |
| Estimate | 39 | DentPanel7 | bit | |
| Estimate | 40 | DentPanel8 | bit | |
| Estimate | 41 | DentPanel9 | bit | |
| Estimate | 42 | DentPanel10 | bit | |
| Estimate | 43 | DentPanel11 | bit | |
| Estimate | 44 | DentPanel1Total | int | |
| Estimate | 45 | DentPanel2Total | int | |
| Estimate | 46 | DentPanel3Total | int | |
| Estimate | 47 | DentPanel4Total | int | |
| Estimate | 48 | DentPanel5Total | int | |
| Estimate | 49 | DentPanel6Total | int | |
| Estimate | 50 | DentPanel7Total | int | |
| Estimate | 51 | DentPanel8Total | int | |
| Estimate | 52 | DentPanel9Total | int | |
| Estimate | 53 | DentPanel10Total | int | |
| Estimate | 54 | DentPanel11Total | int | |
| Estimate | 55 | AddHeadLiner | bit | |
| Estimate | 56 | AddGluedHeadLiner | bit | |
| Estimate | 57 | AddSunroof | bit | |
| Estimate | 58 | AddAluminum | bit | |
| Estimate | 59 | AddOther | bit | |

FIG. 9.

FIG. 9B

| <i>TABLE NAME</i> | <i>POSITION</i> | <i>COLUMN NAME</i> | <i>DATA TYPE</i> | <i>LENGTH</i> |
|-------------------|-----------------|--------------------|------------------|---------------|
| Estimate | 60 | TotalEstimate | money | |
| Estimate | 61 | Moldings | nvarchar | 1000 |
| Estimate | 62 | OtherInfo | nvarchar | 1000 |
| Estimate | 63 | DateCreated | smalldatetime | |
| Estimate | 64 | CreatedBy | nvarchar | 100 |
| Estimate | 65 | LastUpdated | smalldatetime | |
| Estimate | 66 | UpdatedBy | nvarchar | 100 |
| EstimateDetail | 1 | EstimateDetailID | int | |
| EstimateDetail | 2 | EstimateID | int | |
| EstimateDetail | 3 | Description | nvarchar | 510 |
| EstimateDetail | 4 | Amount | money | |
| EstimateDetail | 5 | Hours | float | |
| KB | 1 | KBID | int | |
| KB | 2 | VID | int | |
| KB | 3 | PanelID | tinyint | |
| KB | 4 | Seq | int | |
| KB | 5 | Description | nvarchar | 1000 |
| KB | 6 | FileName | nvarchar | 100 |
| NextID | 1 | EstimateID | int | |
| Vehicle | 1 | VID | int | |
| Vehicle | 2 | Year | int | |
| Vehicle | 3 | Make | nvarchar | 100 |
| Vehicle | 4 | Model | nvarchar | 100 |
| Vehicle | 5 | SubModel | nvarchar | 100 |
| Vehicle | 6 | BodyStyle | nvarchar | 100 |
| Vehicle | 7 | Series | nvarchar | 100 |
| Vehicle | 8 | MID | int | |
| VehicleParts | 1 | VPID | int | |
| VehicleParts | 2 | VID | int | |
| VehicleParts | 3 | PanelID | tinyint | |

FIG. 9C

| <i>TABLE NAME</i> | <i>POSITION</i> | <i>COLUMN NAME</i> | <i>DATA TYPE</i> | <i>LENGTH</i> |
|-------------------|-----------------|--------------------|------------------|---------------|
| VehicleParts | 4 | PartNumber | nvarchar | 100 |
| VehicleParts | 5 | Description | nvarchar | 200 |
| VehicleParts | 6 | ListPrice | money | |
| VehicleParts | 7 | Labor | float | |
| VehicleParts | 8 | MPID | int | |

FIG. 9D

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Links

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Fig. 10

109000 070697860



Welcome Keith Volquardsen!

Estimation Inventory

| | Name | Address | Vehicle | Updated |
|-------------|-------------------------|---|---|------------|
| Edit>Delete | JACK P FLASH | | 2001 Lincoln Town Car Cartier Edition Sedan | Apr 30, 01 |
| Edit>Delete | Mrs. TAMMY L VOLQUARSEN | URBANDALE | 2001 Lincoln Town Car Cartier Edition Sedan | Apr 30, 01 |
| Edit>Delete | Mr. JASON WEYER | 6367 VISTA DRIVE WEST DES MOINES IA 50266 | | Apr 26, 01 |



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F16. 11



Customer Information

Prefix First Name MI Last Name Suffix
 Dr. John P. Smith Jr.
 Address City State Zip Code
 12345 Main Street Des Moines IA 50322
 Phone Number Other Phone Number
 (515) 555-4545 Ext. (515) 555-4545 Ext.

Auto Artists Information

| Estimate Number | Description | Type Of Loss | Prepaid |
|-----------------|-------------|--------------|---------|
| 4844515 | Hail Damage | Hail | 0.00 |



Created: 4/30/01 11:03:00 AM Keith Updated: 4/30/01 11:03:00 AM Keith
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FIG. 12



Current Vehicle Selection:

| Year | Manufacturer* | Model* | Series* |
|------|---------------|--------|---------|
| 2001 | Ford | exp | |

* Please note, not all information is required to do a search. Enter as much information as you know and the system will the search on that information. For example, if you enter "for" in the Manufacturer field and leave the Model and Series fields blank the system will retrieve all vehicles that have their manufacturer begin with "for".

| | | |
|------|----------|--------|
| HELP | CONTINUE | SEARCH |
|------|----------|--------|

| | | | | | |
|----------|---------------------|-------|----------|---------------------|-------|
| Created: | 4/30/01 11:03:00 AM | Keith | Updated: | 4/30/01 11:03:00 AM | Keith |
|----------|---------------------|-------|----------|---------------------|-------|

| | | | | | |
|------|-------|----------|--------|------------|-------|
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|------|-------|----------|--------|------------|-------|

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F16.13



Vehicle Inventory

| | Vehicle |
|--------|---|
| Select | 2001 Ford Explorer Eddie Bauer Utility |
| Select | 2001 Ford Explorer Limited Utility |
| Select | 2001 Ford Explorer Sport Utility |
| Select | 2001 Ford Explorer Sport Trac Utility |
| Select | 2001 Ford Explorer XLS Utility |
| Select | 2001 Ford Explorer XLT Utility |
| Select | If unable to locate the vehicle, enter the information here and click select. |

HELP

SEARCH

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FIG.14



Enter Vehicle and Estimation Details

2001 Ford Explorer Eddie Bauer Utility

| | | |
|---------|-------------------|-------|
| License | VIN | Color |
| JJJ 541 | JK455456456456456 | Red |

} 108

Estimation Inputs

| | |
|------------------|--------|
| Labor Rate (\$) | 50.00 |
| Tax Rate (Labor) | 6.00 % |
| Tax Rate (Parts) | 6.00 % |

} 109

115A

115B

HELP MANUAL PARTS

| | | | | | |
|----------|---------------------|----------|----------|---------------------|-------|
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FIG. 15



6/3

Manual Count

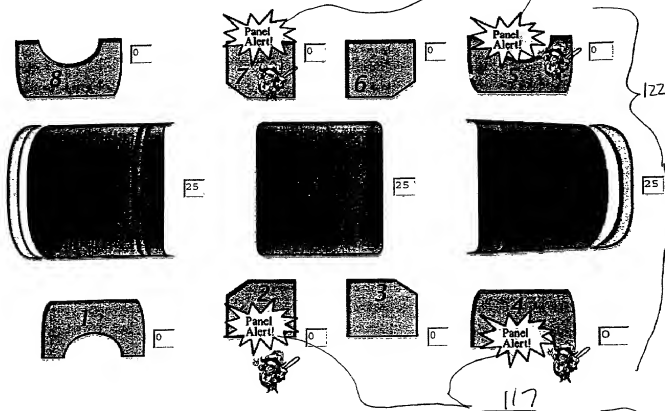
FIG. 16A

2001 Ford Explorer Eddie Bauer Utility

Indicate the dent sizes by clicking on the appropriate size. If multiple sizes are observed, be sure to check all that apply.



Enter the number of dents for each panel that has damage.



Parts to be included in the estimate.

| Panel | Part Number | Description | List Price | Labor |
|------------------------|-----------------|----------------------------|------------|-------|
| Delete Right Rear Door | F1TZ 78255A60 A | Moulding, Upper Window R R | \$108.40 | 2.00 |

109469440-000601

Vehicle: [RIGHT FRONT DOOR] / [P012 / 8204924 RAA] / [4 DOOR Explorer Moulding, Upper Window R] / \$30.43 / 1.30

PARTS

Indicate any additional considerations that should be included in the estimate.

☒ 1 Piece Headliners R & I

☐ Glued Headliners

☐ Glass Damage

☐ Sunroof

☐ Aluminum Panels

☐ Other (cowl/sail/etc.)

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HELP

ESTIMATE

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| | | | | | |
|----------|---------------------|----------|----------|---------------------|-------|
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FIG. 16B

Auto Artists

3831 70th Street

Urbandale, IA 50322

515.270.8889 FAX 515.334.9579

Customer Name John P. Smith **Address** 12345 Main Street Des Moines IA 50322 **Phone** (515) 555-4545 **Other Phone** (515) 555-4545

Company Auto Artists **Estimate Number** 4844515 **Description** Hall Damage **Type Of Loss** Hall

Vehicle 2001 Ford Explorer Eddie Bauer Utility **VIN** JK455456456456456 **Color** Red **License** JJJ 541

| Description | Amount | Hours |
|--|-------------------|--------------|
| Hood | \$335.75 | 6.71 |
| Top | \$493.82 | 9.88 |
| Deck/Trunk | \$247.23 | 4.94 |
| 1 Piece Headliner R & I | \$100.00 | 0.00 |
| Moulding, Upper Window R R | \$208.40 | 2.00 |
| 4 Door Explorer Moulding, Upper Window R | \$101.25 | 1.30 |
| Total | \$1,486.45 | 24.84 |
| Labor Tax | \$80.51 | |
| Parts Tax | \$8.68 | |
| Less Prepaid | \$0.00 | |
| Estimate Total | \$1,575.63 | |

2001

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A

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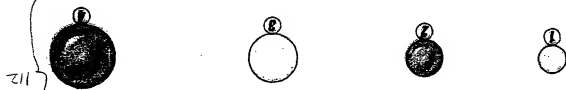
F16.17

Easy Count

2001 Ford Explorer Eddie Bauer Utility

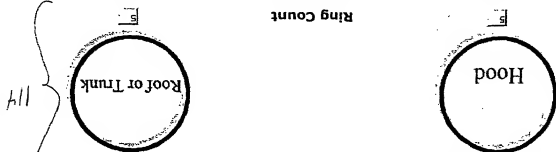
W/12-20-01

Fig. 18A



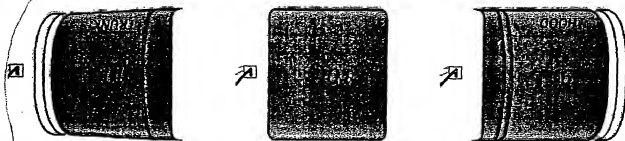
Indicate the dent sizes by clicking on the appropriate size. If multiple sizes are observed, be sure to check all that apply.

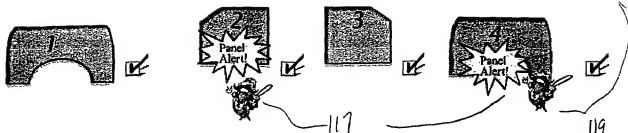
Enter the number of dents found in the rings.



Ring Count

Select the panels with damage by clicking on the check mark next to each panel. To unselect just re-click the check mark.





Parts to be included in the estimate.

| | Panel | Part Number | Description | List Price | Labor |
|--------|------------------|------------------|--|------------|-------|
| Delete | Right Rear Door | F1TZ 78255A60 A | Moulding, Upper Window R R | \$108.40 | 2.00 |
| Delete | Right Front Door | F67Z 7820492 AAA | 4 Door Explorer Moulding, Upper Window R | \$36.25 | 1.30 |



Indicate any additional considerations that should be included in the estimate.

- ☒ 1 Piece Headliners R & I
 ☐ Glued Headliners
 ☐ Glass Damage
☐ Sunroof
 ☐ Aluminum Panels
 ☐ Other (cowl/sail/etc.)



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FIG. 18B

Auto Artists

3831 70th Street

Urbandale, IA 50322

515.270.8889 FAX 515.334.9579

Customer Name Address **Phone** **Other Phone**
John P. Smith 12345 Main Street Des Moines IA 50322 (515) 555-4545 (515) 555-4545

Company **Estimate Number** **Description** **Type Of Loss**
Auto Artists 4844515 Hail Damage Hail

Vehicle **VIN** **Color** **License**
2001 Ford Explorer Eddie Bauer Utility JK455456456456456 Red JJJ 541

| Description | Amount | Hours |
|--|-------------------|--------------|
| Hood | \$395.14 | 7.90 |
| Top | \$592.70 | 11.85 |
| Deck/Trunk | \$296.35 | 5.93 |
| 1 Piece Headliner R & L | \$100.00 | 0.00 |
| Moulding, Upper Window R R | \$208.40 | 2.00 |
| 4 Door Explorer Moulding, Upper Window R | \$101.25 | 1.30 |
| Total | \$1,693.84 | 28.98 |
| Labor Tax | \$92.95 | |
| Parts Tax | \$8.68 | |
| Less Prepaid | \$0.00 | |
| Estimate Total | \$1,795.47 | |

2001
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Feb. 19



2001 Ford Explorer Eddie Bauer Utility

Left Front Door

| | Part Number | Description | List Price | Labor |
|--------|------------------|--------------------------------------|------------|-------|
| Select | F672 7820493 AAA | Mountaineer Moulding, Upper Window L | \$36.03 | 1.30 |
| Select | F772 7825597 AAA | W/Strip, Outer Belt L 97-01 | \$20.90 | 0.30 |

Left Rear Door

| | Part Number | Description | List Price | Labor |
|--------|-----------------|---------------------------------------|------------|-------|
| Select | F1T2 7821453 A | Outer 4 Door Explorer W/Strip, Belt L | \$30.77 | 0.30 |
| Select | F1T2 78255A61 A | Moulding, Upper Window L | \$108.40 | 2.00 |

Right Rear Door

| | Part Number | Description | List Price | Labor |
|--------|-----------------|---------------------------------------|------------|-------|
| Select | F1T2 78255A60 A | Moulding, Upper Window R R | \$108.40 | 2.00 |
| Select | F1T2 78255A60 A | Moulding, Upper Window R R | \$108.40 | 2.00 |
| Select | F1T2 9821452 A | Outer 2 Door Explorer W/Strip, Belt R | \$26.67 | 0.30 |
| Select | F1T2 7821452 A | Outer 4 Door Explorer W/Strip, Belt R | \$29.02 | 0.30 |

Right Front Door

| | Part Number | Description | List Price | Labor |
|--------|------------------|--|------------|-------|
| Select | F672 7820492 AAA | 4 Door Explorer Moulding, Upper Window R | \$36.25 | 1.30 |
| Select | F672 7820492 AAA | Mountaineer Moulding, Upper Window R | \$36.25 | 1.30 |
| Select | F772 7825592 AAA | W/Strip, Outer Belt R 97-01 | \$20.90 | 0.30 |

Additional Parts

| | Part Number | Description | List Price | Labor |
|-----|-------------|-------------|------------|-------|
| Add | | | | |



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~

Fig. 20

Dent Estimators.com

2001 Ford Explorer Eddie Bauer Utility

There is extremely tight bracing in the front doors, be aware not to estimate too large of dents in this area.



Also the rear quarters have limited access. Smaller hail dents are O.K. in this area.



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FIG. 21